

## **AOE TALKS BY AOE (REGD.) ON 19<sup>th</sup> June 2021**

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Ms. Anjali Ahuja**
- **Internal Speaker:** **AoEan Rajeev Kohli**
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### **Member Attendees:**

- 1. Shishir Chaturvedi ( Chairman )**
- 2. Naresh Vij ( Vice Chairman )**
- 3. Baljit Singh Bedi ( General Secretary )**
- 4. Vikas Rajput ( Treasurer )**
- 5. Navin Sardana ( Past Chairman )**
- 6. Veer Sagar ( Past Chairman )**
- 7. Rajeev Kohli**
- 8. Pradeep Anand**
- 9. Neeraj Chauhan**
- 10. Sanjoy Sahgal**
- 11. Neeraj Bhargava**
- 12. Atul Kumar Saxena**
- 13. Abhijit Roy**
- 14. Sanjiv Narayan**
- 15. Praveen Prasangi**
- 16. Rajiv Mathur**

- **Guest Attendees:**

- 1. Rajiv Mehra ( Navin Sardana )**
- 2. Anil Thakur (Shishir Chaturvedi)**

### **Minutes of Meeting**

1. The 105<sup>th</sup> AoE talk of the 19th June 21 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing.
2. Starting with introduction, each member and guests introduced themselves.
3. AoEans Birthdays June 2021 - Wished AoEan's Praveen Prasangi , Abhineet Seth, Ajay Kumar Amar, Rajeshwar Sastry and Neeraj Chauhan a very happy Birthday. An eggless cake was sent to them from AoE.
4. 1-2-1 Interaction: Treasurer Vikas Rajput emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow. AoEan Vikas Rajput had 1-2-1 interaction with AoEan Naresh Trikha and AoEan Rajeev Kohli. Interaction with AoEan Naresh Trikha resulted in business opportunity, which is very close to finalization.

## 5. Internal Speaker

Treasurer Vikas Rajput introduced internal speaker. AoEan Rajeev Kohli previously MD Squad Communications Pvt. Ltd. Lt. Col. Rajeev Kohli (Retd), was commissioned into the Indian Army in 1970 and took premature retirement in 1991. He is B.E., M.Tech (IIT) and is Fellow of IETE. Highly decorated, accomplished and took part in 1971 war with laurels. He is currently mentoring a startup in IOT products. Happily married to Rashme, he has a son who runs Background verification business, Daughter in Law and Grandson, and a daughter who is Senior Designer for home furnishing.

He shared huge learning's from his journey, sharing here some majors here:

- Money is earned by businessmen, Entrepreneurs connect it with happiness.
- Learning's from the Army: Train hard – build comrades, Country first – Self last, Technical expertise – weapons, radio etc., Management Expertise - Leadership etc.
- Learn the biggest challenges: Marketing, maintain Quality, Customer satisfaction, Project Management and Cash Flow.
- Ensure that Promise should be taken in writing.
- When involving working partners with investment – put money on the table.
- Reputation counts a lot – gets you the business.
- Learning's from the corporate – Respect is earned – leadership is the key, you are as secure as your company and Don't upset the Biggies
- Be very careful in expenditure Accounting head, ESI EPF can impact seriously.

Vice Chairman Naresh Vij thanked AoEan Rajeev Kohli for his wonderful roller coaster ride, Army training, sharing such huge learning's and insights. Appreciating him for moving with perseverance, under so varied and tough circumstances.

### AoE Mentoring

Mentoring Group interactions were impacted by its members being down with Covid.

Vice Chairman Naresh Vij introduced guest speaker Ms. Anjali Ahuja as most sought after Mindset transformation Coach. She is author of "Career Misadventures and how to avoid them".

**Guest Speaker** : Had a wonderful session on "*Matters of the Mind*".

The key learning's were:

- In spite of adversities one should never drop the ball, have perseverance.
- Any problem that has solution in money is not a problem at all. (Since it is solvable.)
- Whatever we do please analyze, "WHY".
- It is not the best of Academic people who make it on the top. (Churchill, Beethoven ...).
- Leaders are made not born.
- One should not have fixed Mindset but Growth Mindset.
- Growth Mindset has tendency to – embrace challenges, persist in face of setbacks, see effort as path to mastery, learn from criticism, find lessons and inspiration in the success of others.
- Fixed Mindset can seriously damage your business e.g. Nokia, AOL etc.
- Change of Mindset can be done thru efforts, new thoughts, change your belief, have new belief. New actions will give new results.
- Write down what is pulling you back in business and life and resolve.
- Re-invention requires Intervention. You need an expert, can't be done alone.

General Secretary AoEan Baljit Singh Bedi thanked guest speaker Anjali Ahuja for explaining the Growth Mindset concept with ease and with relevant examples and appreciated the fact that in times of adversities, Anjali had the grit & determination to fight back at life by re-educating and reinventing herself and now giving back to the society by authoring her recent book 'CAREER MISADVENTURES & how to avoid them' written with the intent of helping people in corporate sector to adapt in highly complex corporate culture.

General Secretary AoEan Baljit Singh Bedi in his report thanked members, guests, internal speaker AoEan Rajeev Kohli and guest speaker for great knowledge sharing. He thanked AoEan Rajiv Mathur for help to all AoEan in covid times.

Treasurer AoEan Vikas Rajput apprised members of financial status. He thanked AoEans Rajeev Kohli, Rajeshwar Sastry, Neeraj Chauhan, Naresh Vij, Sanjiv Narayan, Veer Sagar, Shishir Chaturvedi and others who paid for the Subscription. Renewal Subscription Invoices were sent where due. Requesting to all those AoEans who have received information on their dues to please clear them at the earliest. Payment gateway is already introduced, that can accept payment thru direct, Credit cards and Wallet's also. Online payment Link has already been shared with the members.

Chairman Shishir Chaturvedi thanked AoEan Rajeev Kohli for his great presentation given with a smile, sharing his inspiring journey and Guest speaker Ms. Anjali Ahuja for her inputs. Thanked Management Committee for their relentless efforts. Thanked and was confident that Mentoring committee will resume in July 21.

Chairman thanked the attending AoEans for making their contribution in the success of this meet by being present.

Next meeting will be held on 17<sup>th</sup> July.

**Tejindar Singh Bedi**  
**Executive Administration**